

DIVISION OF BUSINESS & ENTERPRISE DEVELOPMENT  
PARTNERSHIP FOR WORKFORCE QUALITY PROGRAM

(PWQ)

ANNUAL FINANCIAL STATUS REPORT  
FISCAL YEAR 2011  
ECONOMIC DEVELOPMENT  
ARTICLE

SECTION 3-404(e)

Submitted by:

Maryland Department of Business and Economic Development

As of June 30, 2011

# PARTNERSHIP FOR WORKFORCE QUALITY PROGRAM

(PWQ)

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## **PARTNERSHIP FOR WORKFORCE QUALITY PROGRAM (PWQ)**

### **History and Program Description**

The PWQ Program was established by legislation in 1989 and is administered by the Department of Business and Economic Development (the “Department”). The PWQ Program encourages Maryland companies to invest in training for employees.

The Partnership for Workforce Quality provides reimbursable grants that match (1:1) the investments of Maryland’s manufacturing and technology companies in employee training, thus helping the companies improve their efficiency, develop quality management practices, modernized operations, and upgrade manufacturing processes. As a result, companies are better equipped to expand in Maryland and to compete in a global marketplace.

Funded annually through general or special funds, the Partnership for Workforce Quality helps participating companies develop and implement training systems to improve business competitiveness and worker productivity, upgrade the skills of workers to accommodate new technologies and production processes, and promote employment stability.

The Department’s goal for use of PWQ funds is “maintaining the quality of the state’s workforce,” which is consistent with Maryland's economic development strategy. PWQ provides critical funding support that is integrated with Department’s overall efforts to grow Maryland’s businesses and economy. Funds are disbursed to eligible Maryland companies in the form of grants for up to 50 percent of qualified reimbursable direct cost of training. These funds enable companies to acquire new skills and technologies that have been identified by the business plan as a catalyst for growth and competitiveness in the industry.

The Department has focused the use of the PWQ funds on Maryland companies that are manufactures, technology companies, and those threatened by the pressures of increased foreign or domestic competition.

### **Program Performance Since Inception**

Program funds are used for grants to eligible Maryland companies primarily in manufacturing and technology industries with 150 or fewer employees. PWQ assists these companies to provide:

- Training in manufacturing, professional, scientific and technical services;
- Job-specific training and training to upgrade or retain existing employees; or
- Training related to strategic goals and objectives of a company.

Since the program’s inception in 1989, the PWQ Program has invested in \$37 million of training for more than 97,000 employee-training slots in Maryland companies.

### **Program Performance for Fiscal Year 2011**

During fiscal year 2011, the Partnership for Workforce Quality program approved 13 grants and settled 17 grants to Maryland companies. Approvals totaled \$278,780, with project training costs totaling \$2,383,767, to fund training for 2,712 employees. Settlements totaled \$262,838, with project training costs totaling \$483,335, to fund training for 637 employees.

**Projected Program Performance for Fiscal Year 2012**

The appropriation for PWQ for fiscal year 2012 is \$165,000 of special funds. The Department is actively working to identify additional eligible training opportunities and anticipates full usage of the \$165,000 appropriation. The Department's strategy for use of PWQ funds will emphasize support of upgrading the skills of Maryland employees to encourage Maryland companies to expand and to compete in a global marketplace.

**DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT**

# Approved Report

**7/1/2010 Through 6/30/2011**

<i>Approved Date</i>	<i>Client Name</i>	<i>Loan Amount</i>	<i>Loan Percentage</i>	<i>Guarantor Guarantee</i>	<i>Loan County</i>	<i>Total Project Costs</i>	<i>Trainees Pro /</i>	<i>New Jobs</i>	<i>Retained Jobs</i>
<i>Partnership for Workforce Quality</i>									
9/23/2010	Business Integra Technology	11830101		\$18,750.00 0.0%	\$0.00 Prince George's	\$75,000.00	11 11	25	95
9/28/2010	Biomere, LLC	11700101		\$10,000.00 0.0%	\$0.00 Baltimore City	\$31,200.00	4 4	3	7
11/19/2010	Noxilizer	12040101		\$9,900.00 0.0%	\$0.00 Baltimore	\$19,800.00	13 Active	7	13
1/11/2011	Netzer Metalcraft Inc.	12080101		\$9,950.00 0.0%	\$0.00 Baltimore City	\$19,899.00	9 Active	15	36
1/28/2011	Beitzel Corporation	7150201		\$4,614.00 0.0%	\$0.00 Garrett	\$10,437.00	247 247	32	215
3/28/2011	Neogenix Oncology, Inc	11690201		\$7,373.00 0.0%	\$0.00 Montgomery	\$14,746.00	3 Active	0	25
3/28/2011	Trusant Technologies, Inc.	9700301		\$12,742.50 0.0%	\$0.00 Howard	\$25,485.00	18 Active	7	26
4/5/2011	Garrett Container Systems, Inc.	11140401		\$23,450.00 0.0%	\$0.00 Garrett	\$46,900.00	140 101	10	140
5/18/2011	BoxTone, Inc.	8870201		\$24,000.00 0.0%	\$0.00 Howard	\$80,300.00	25 Active	5	5
6/3/2011	Knorr Brake Corporation	12340102		\$50,000.00 0.0%	\$0.00 Carroll	\$0.00	230 Active	0	0
6/28/2011	Manufacturing Support Industries,	12780101		\$30,000.00 0.0%	\$0.00 Wicomico	\$60,000.00	12 Active	10	26
6/28/2011	RG Steel Sparrows Point, LLC	12740101		\$45,000.00 0.0%	\$0.00 Baltimore	\$2,000,000.00	2000 Active	0	0
6/28/2011	RG Steel Sparrows Point, LLC	12740102		\$33,000.00 0.0%	\$0.00 Baltimore	\$0.00	0 Active	0	0
<b>Totals:</b>	<b>13 Loans</b>			<b>\$278,779.50</b>	<b>\$0.00</b>	<b>\$2,383,767.00</b>	<b>2712</b>	<b>363</b>	<b>114 588</b>
<b>Grand Totals:</b>	<b>13 Loans</b>			<b>\$278,779.50</b>	<b>\$0.00</b>	<b>\$2,383,767.00</b>	<b>2712</b>	<b>363</b>	<b>114 588</b>

**DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT**

## Settled Report

**7/1/2010 Through 6/30/2011**

<i>Settled Date</i>	<i>Client Name</i>	<i>Loan</i>	<i>Loan Amount</i>	<i>Guarantor Percentage</i>	<i>Loan Guarantee</i>	<i>County</i>	<i>Total Project Costs</i>	<i>Trainees Pro/</i>	<i>New Jobs</i>	<i>Retained Jobs</i>	
<i>Partnership for Workforce Quality</i>											
7/2/2010	Neogenix Oncology, Inc	11690101	\$2,202.50	0.0%	\$0.00	Montgomery	\$4,405.00	3	3	4	6
7/9/2010	Ausley Associates, Inc.	11710101	\$6,750.00	0.0%	\$0.00	St. Mary's	\$13,500.00	15	15	0	54
7/9/2010	DynPort Vaccine, LLC a CSC	9280201	\$17,279.00	0.0%	\$0.00	Frederick	\$34,558.00	21	21	3	108
7/9/2010	Interstate Communication	9390201	\$1,840.00	0.0%	\$0.00	Washington	\$3,680.00	1	1	0	3
7/9/2010	MedAssurant	11430101	\$20,000.00	0.0%	\$0.00	Prince George's	\$40,500.00	31	31	0	139
7/9/2010	Network Connectivity Solutions,	9190201	\$9,487.50	0.0%	\$0.00	Washington	\$18,975.00	5	5	0	71
7/15/2010	Raytheon Company Intelligence &	11630101	\$20,000.00	0.0%	\$0.00	Anne Arundel	\$43,950.00	51	12	200	1000
9/30/2010	Business Integra Technology	11830101	\$18,750.00	0.0%	\$0.00	Prince George's	\$75,000.00	11	11	25	95
10/5/2010	Biomere, LLC	11700101	\$10,000.00	0.0%	\$0.00	Baltimore City	\$31,200.00	4	4	3	7
12/16/2010	Noxilizer	12040101	\$9,900.00	0.0%	\$0.00	Baltimore	\$19,800.00	13	Active	7	13
2/10/2011	Netzer Metalcraft Inc.	12080101	\$9,950.00	0.0%	\$0.00	Baltimore City	\$19,899.00	9	Active	15	36
2/23/2011	Beitzel Corporation	7150201	\$4,614.00	0.0%	\$0.00	Garrett	\$10,437.00	247	247	32	215
4/11/2011	Maryland World Class	7590201	\$64,500.00	0.0%	\$0.00	Multiple	\$0.00	40	Active	0	0
4/11/2011	Trusant Technologies, Inc.	9700301	\$12,742.50	0.0%	\$0.00	Howard	\$25,485.00	18	Active	7	26
4/14/2011	Neogenix Oncology, Inc	11690201	\$7,373.00	0.0%	\$0.00	Montgomery	\$14,746.00	3	Active	0	25
4/15/2011	Garrett Container Systems, Inc.	11140401	\$23,450.00	0.0%	\$0.00	Garrett	\$46,900.00	140	101	10	140
5/25/2011	BoxTone, Inc.	8870201	\$24,000.00	0.0%	\$0.00	Howard	\$80,300.00	25	Active	5	5
<b>Totals:</b>		<b>17 Loans</b>	<b>\$262,838.50</b>		<b>\$0.00</b>		<b>\$483,335.00</b>	<b>637</b>	<b>451</b>	<b>311</b>	<b>1943</b>
<b>Grand Totals:</b>		<b>17 Loans</b>	<b>\$262,838.50</b>		<b>\$0.00</b>		<b>\$483,335.00</b>	<b>637</b>	<b>451</b>	<b>311</b>	<b>1943</b>